



Patrick J. Patterson, MSW, MPH

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- **As a Writer** – Successfully written and lead efforts in securing more than **\$70 Million** in funding from Federal, State, and Private Foundation funding sources, including Federal grant awards during both the Bush & Obama Administrations.
- **As a Trainer** - Delivered more than **780** trainings, grant-writing, and technical assistance consultations and workshop presentations in **44 states, Mexico, Mongolia, Canada, Jamaica, and the Bahamas.**
- **As a Professional**, 20 years of executive leadership and experience writing grants for Federal and private grants.

Our Core Services



PATRICK J. PATTERSON, MSW, MPH

President

Global Partners for Fathers and Families, LLC

As a Fund Development Expert, Mr. Patterson has successfully written and led grant writing teams in securing more than \$53 Million from Federal, State, and Private Foundation funding sources, including Federal grant awards during both the Bush & Obama Administrations.

He has also secured corporate sponsorships and grants from IBM, Wells Fargo, Chick-Fil-A, McDonald's, BJ's Restaurant, and Lee Jeans to name a few.

As a Trainer, Mr. Patterson has successfully delivered trainings, keynotes, workshops, and technical assistance sessions in 44 states, 5 countries and St. Thomas, USVI during his 20-year career.

He earned a Bachelor of Social Work degree from Benedict College (Columbia, SC), dual Masters degrees in Social Work and Public Health from the University of South Carolina, and completed Grant Writing Training at Duke University.

In November 2018, Patrick led his team in securing a \$400,000 grant from The Obama Foundation for a non-profit client in Yonkers, NY.

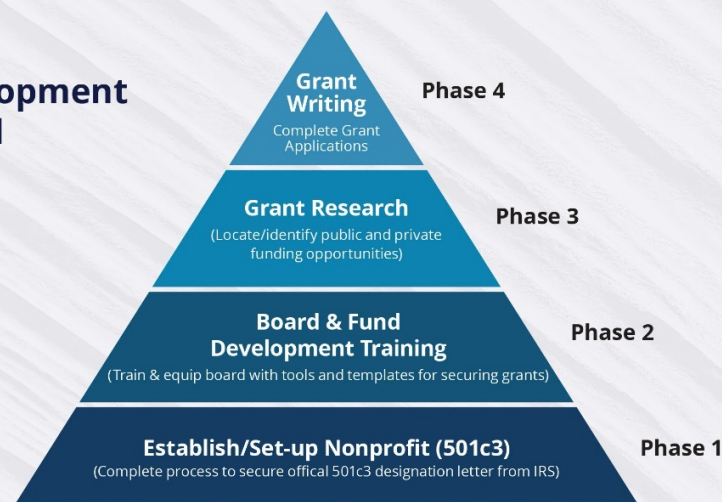


www.globalpartnersff.com



globalpartners202@gmail.com

Fund Development Model



True or False - Pop Quiz

- Writing a grant proposal is best done by a team of persons.
- If the funder asks for a 45-page proposal, you should give them a 45-page proposal.

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Write this Down

Funders Fund . . .
what they understand.

Mr. There DuPont,
The Longwood Foundation

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Before Applying Checklist

- ✓ Are we a good fit?
- ✓ Are you eligible for their funding?
- ✓ Have you visited the funder's website?
- ✓ Do you meet their criteria?
- ✓ Does the funder's mission align with your agency's mission?



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Group Assignment

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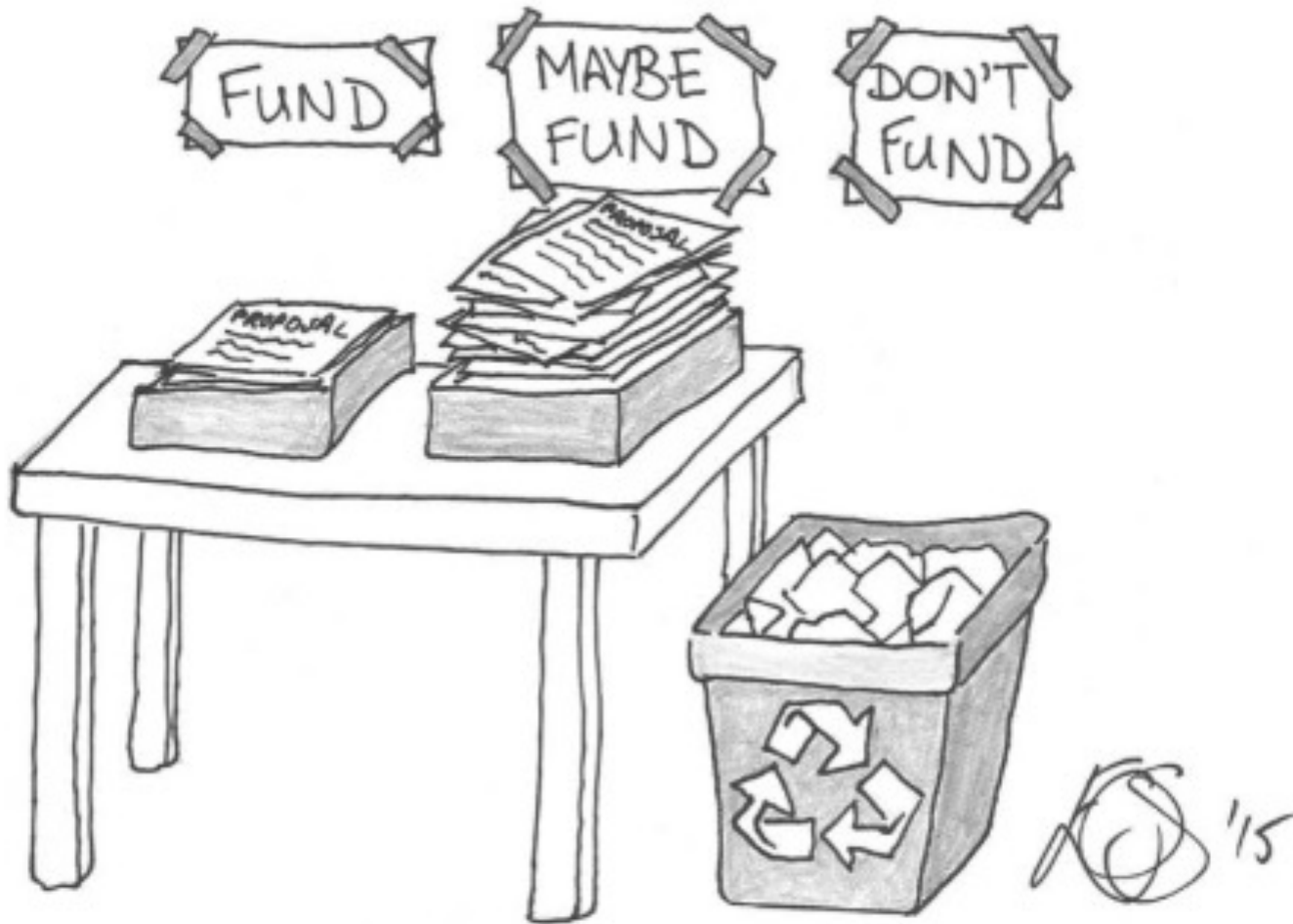
Grant Reviewers



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Top Reasons for Grant Rejection



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Funders Want to Know



1. What is the unmet need or problem?
2. Who has the need or problem?
3. **How and Why** are you/your team and partners best positioned to address the problem?
4. What is your plan?
5. Does your budget meet the funder's requirements?
6. How will success be measured?

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Your Proposal **Must** Tell A Story



If it bores you, it will bore the reviewer.

Sample (RFP) Request for Proposal

Background, Purpose and Funding:

The ABC Foundation is committed to empowering families.

Funding Purpose:

The purpose of this funding must serve the needs of one of these priorities:

- Parents
- Incarcerated
- Prisoner Re-entry
- Education
- Youth in the Community

Funding:

- \$50,000 will be awarded to the proposal that scores the highest out of 100 available points. (A max of 20 points can be earned in each of the five (5) proposal sections).

Proposal Guidelines:

- Each proposal should have 1-inch margins on the left, right, top, and bottom of the page.
- Each proposal should be **no more than three (3) pages. Any application that is more than 3 pages will not be read.**
- **Each proposal must be typed in 12-point, Times Roman font and single-spaced.**
- Each proposal should be saved in this format **FirstLastName.2023ColumbiaProposal**. Here is an example file name: **PatrickPatterson.2023ColumbiaProposal**.
- All proposals **MUST** be submitted as a .pdf file to ensure that the computers of our reviewers can open your application.

Submission Guidelines

- All proposals must be e-mailed to globalpartners202@gmail.com before 10 am (EASTERN) on March 14, 2023.

Key Dates:

February 18, 2023 - Request for Proposals Announced

February 29, 2023 at 8:00 pm (EDT) - (Mandatory) Conference Call

Call-in number: 515-604-9094 | Passcode: 309 784 968 #

March 14, 2023 at 10 am (EDT) - Proposal Submission Deadline

Grant Writing



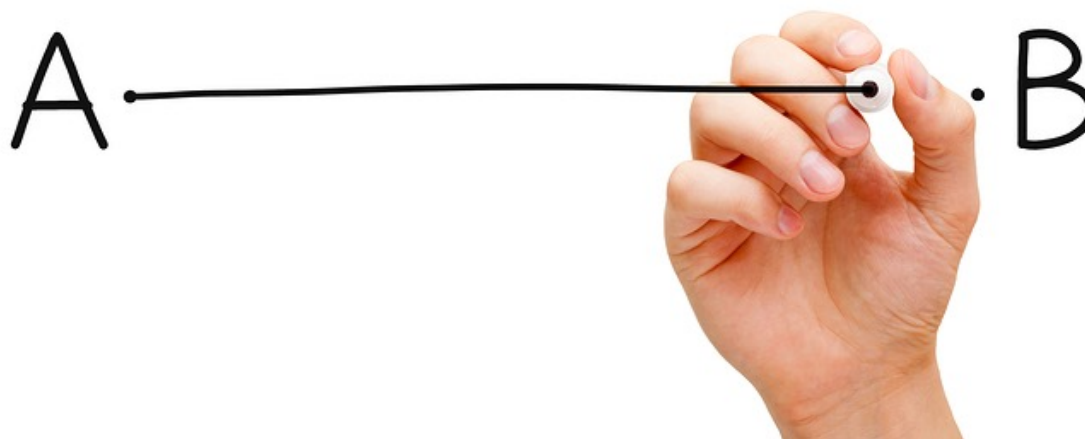
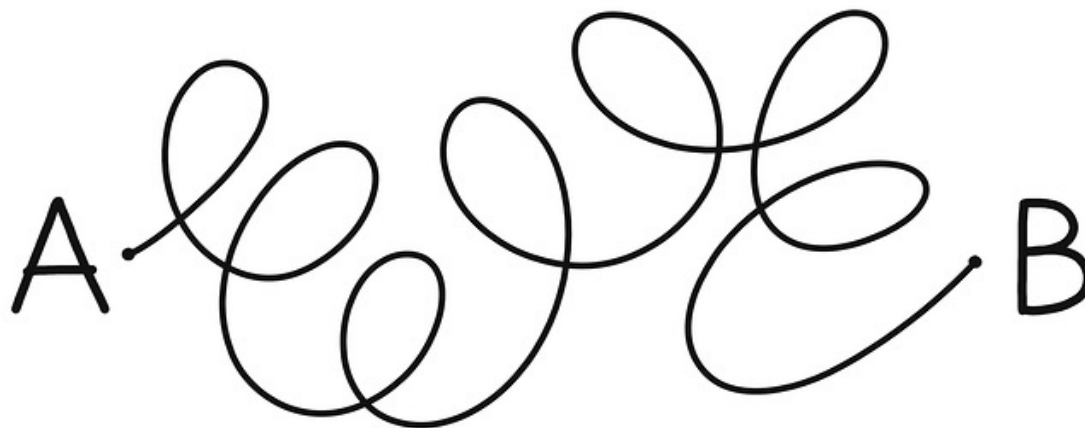
The 5 C's

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Grant Writing Cheat Code

Grant Writing Tips



Problem Statement

Persuasive
statement that
paints a compelling
picture of a
**Pressing Need in
the Community.**



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Developing a Strong Problem Statement



Answers the following:

1. What is the unmet need or problem you are trying to address through this work?
2. Who has the need or problem?
3. Why is this a need or problem?
4. What data, research or information can you provide that confirms that the problem exists?
5. What will happen if this need, or problem is not addressed?

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Sample Problem Statement

Crimes committed by youth is a long-term issue that is negatively impacting Horry County, South Carolina, specifically the cities of Conway and Myrtle Beach based on reports from the FBI, US Census Bureau, and 2018 County Health Rankings and Roadmaps. By not addressing this long-term problem, the following are occurring:

- Violent crimes increased 32% from 2015 to 2016, and the violent crime rate is 460.7 persons per 100,000
- In 2015, 46% of all crimes in Horry County were committed by youth

The Conway and Myrtle Beach area of Horry County, South Carolina ranked 23rd out of 25 for the worst cities to raise children in the United States. This area has only:

- a 45.1% pre-school enrollment rate
- a 71.1% high school graduation rate (which ranks in the lowest 10% in the United States)
- 65.2% of the population that has access to areas for exercise (which ranks in the lowest 20% for the United States)

To reverse these negative outcomes, funding is needed to provide the following based on input from a survey of a 100 parents, students, and teachers who reside in Horry County. The best practices for working with this population:

- Increased reading fluency and literacy
- Educating youth to have self confidence, a good work ethic, responsibility, and respect
- Promoting activities for a healthy lifestyle

Insight from Funders



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What did You Hear?

Post Your Comment in the Chat

Approach Section

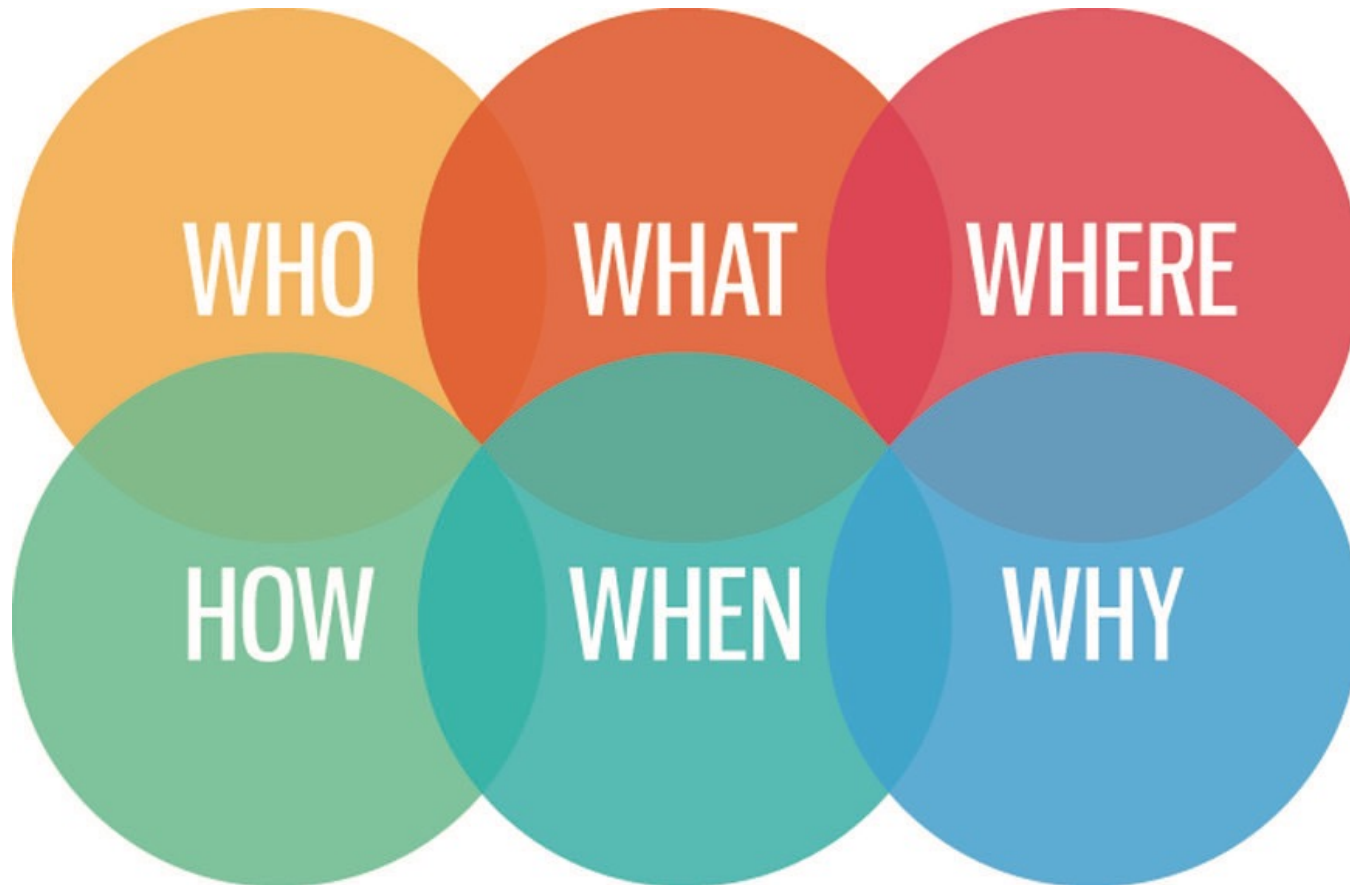
Explains How
and
What You will
do.



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The Approach Section Answers:

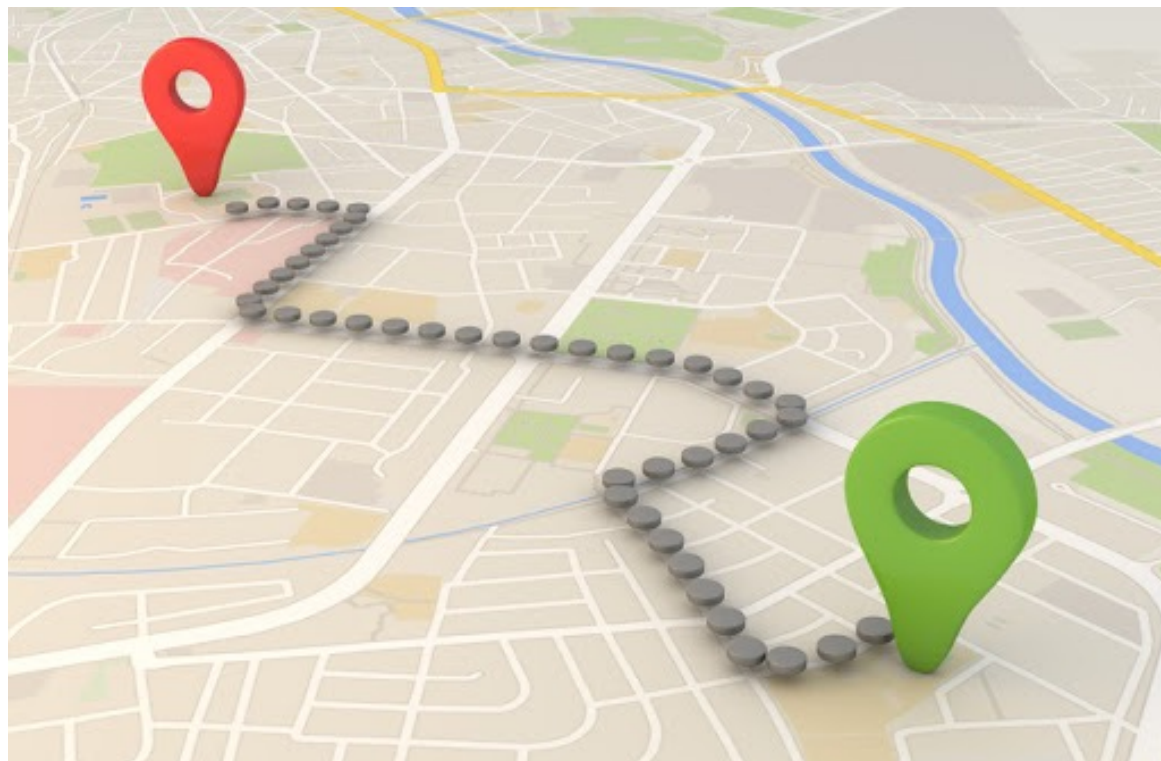


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Project Description

- Should give reader **CONFIDENCE** that this will work.
- Be sure to cite best practices and proven models in this section.
- Include innovation.
- Includes a project timeline (if permitted, use whatever suggested template)



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Project Timeline

Below is our project/program timeline for the City of Columbia (SC) Virtual Mentoring Program.

Months 1 - 3:

- Virtual kick-off meeting with Truist Foundation Leadership and City of Columbia (SC) program leaders.
- Meeting with 6 Richland County Schools to receive student referrals.
- Enroll and conduct 6 virtual bi-weekly (1-hour each) mentoring sessions for first cohort of 25 students.
At the end of month 3, host completion ceremony for first cohort of 25 students.

Months 4 - 6:

- Meeting with 6 Richland County Schools to receive student referrals.
- Enroll and conduct 6 virtual bi-weekly (1-hour each) mentoring sessions for second cohort of 25 students.
- At the end of month 6, host completion ceremony for second cohort of 25 students.
- Submit mid-year progress and financial report to Truist Foundation

Months 7 - 9:

- Meeting with 6 Richland County Schools to receive student referrals.
- Enroll and conduct 6 virtual bi-weekly (1-hour each) mentoring sessions for third cohort of 25 students.
- At the end of month 9, host completion ceremony for third cohort of 25 students.

Months 10 - 12:

- Meeting with 6 Richland County Schools to receive student referrals.
- Enroll and conduct 6 virtual bi-weekly (1-hour each) mentoring sessions for fourth cohort of 25 students.
- At the end of month 12, host completion ceremony for fourth cohort of 25 students.
- Submit end of year financial and program report to Trust Foundation.

Organizational Background

- Tells about the organization, including date founded.
- Tells about partner organizations.
- Includes an organizational chart with staff.



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Staffing Chart

(provides helpful visual)

Staff Person	Training				Experience				
	Bachelor's Degree	Master's Degree	Doctorate	Nationally Certified	0 – 5 years	6 – 10 Years	11 – 15 Years	16 – 20 Years	+ 21 Year
Jackie James		X			X				
Errol Williams		X				X			
Chris Hall		X						X	
Christine Edmonds		X		X			X		
Bennie Woods			X	X					X

Sustainability Plans

- Not just about writing more grants.

Other Options

- Creating publications
- Developing Train-the-Trainer Model
- Hosting Event (ex. Gala)
- Seeking/securing matching donors.





Good Budget or Bad Budget



Line Item	Amount	Rationale/Assumptions
Personnel	\$257,288	This includes salary, payroll taxes, and fringe benefits for the following: <ul style="list-style-type: none"> • Executive Director (\$113,119) • Program Coordinator (\$77,267) • 2 Student Facilitators (\$33,451/ea.)
Rent	\$4800	Monthly rent at \$400. Includes utilities, telephone and fax.
Insurance & licensing	\$5000	Annual premium for DNO and renters insurance, and business license fees.
Travel	\$3,600	This assumes: <ul style="list-style-type: none"> • Per diem travel costs for 2 staff to travel to 1 out of state professional development conference. (estimated at \$600 each for 2 round trip flights and hotel stay for 3 days/2 nights) • Monthly reimbursement for staff travel to/from home visits with students. (assumes cost of \$200/month based on past three years of financial records).
Subcontractor(s)	\$36,000	CLR Transportation Services– Partnering agency that will provide daily transportation for students to/from school, work and prenatal visits each month. (assumes cost at \$1200/month based on past three years of financial records).
Marketing	\$8,400	Monthly cost to purchase digital ads on Google and social media platforms (Facebook and Twitter) to promote program and recruit participants. (assumes cost at \$700/month based on 1 year of financial records)
Total Year 1 Budget	\$169,088	

Winning Tips

About Global Partners for Fathers and Families, LLC



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